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Registry of Charitable Trusts
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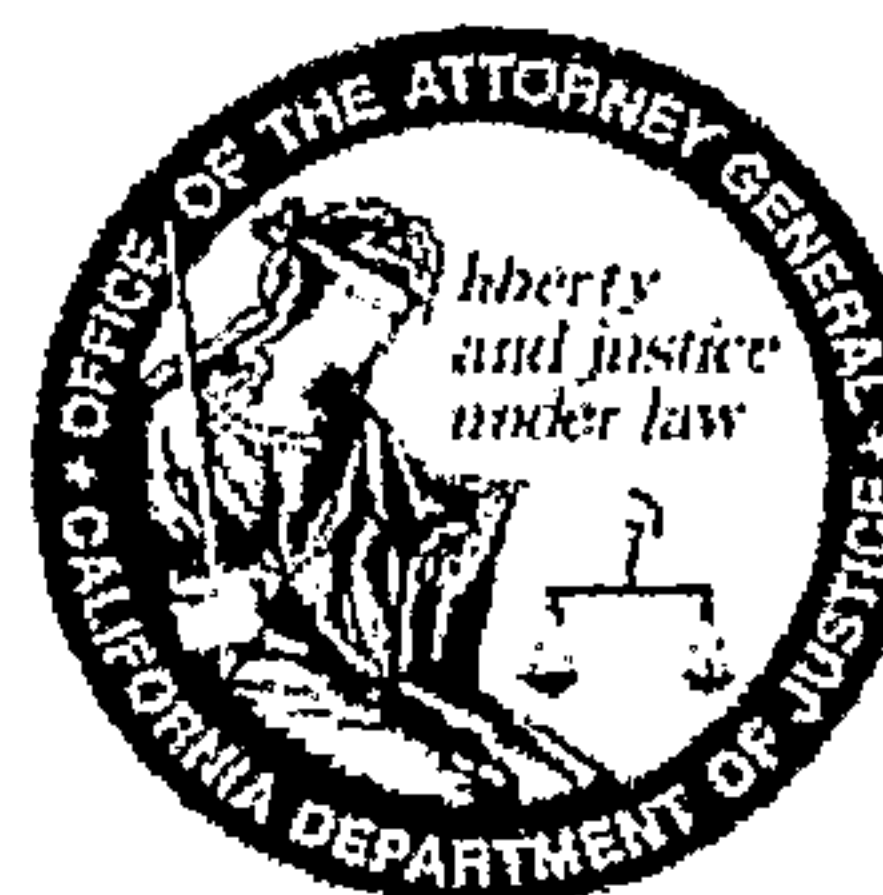
COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 20 3

(California Government Code Section 12599)

Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



371-6

Name and Address of Commercial Fundraiser:

Hudson Bay Company of Minnesota
Name of commercial fundraiser
2006 1st AVE N Suite 206
Address of commercial fundraiser
Adonka, MN 55303
City, State, and ZIP Code

Name and Address of Charitable Organization:

CT No. 115285 F.E.I.N. No. 91-1908341
Organic Consumers Association
Name of charity
6101 CHA Estate Road
Address of charity
Little Norway, MN 55614
City, State, and ZIP code of charity

Figures from (check one):

National Campaign ☐

California Campaign ☒

Telephone Censor
(Type of activity)

held (on) (from) 1/1, 20 03, to 12/31/03, 20 03
(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☐ Percentage ☒ Other ☐

If other, provide brief explanation _____

1. REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

96,197.47
A. 0
B. 0
C. 0
D. 0
E. 0
Fa. 0
Fb. 0
Fc. 0
Fd. 0

G. TOTAL REVENUE

96,197.47 G.

2. EXPENSES

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify)

a. GFF ICE Supplies
b. Acct & Legal Insurance
c. Equipment repairs, miscell
d. Business property tax

6,505.78
A. 15,145.60
B. 1,676.68
C. 0
D. 359.88
E. 251.19
F. 174.14
G. 1541.77
H. 720.22
I. 76.58
J. 949.45
K. 660.10
L. 465.19
Ma. 339.15
Mb. 547.80
Mc. 23.22
Md.

N. TOTAL EXPENSES

29,376.54 N.

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APR 30 2004
Attorney General
Registry of Charitable Trusts

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Registry of Charitable Trusts

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
ANNUAL FINANCIAL REPORT FOR 20

(California Government Code Section 12599)

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3. Amount to charity (subtract line 2N from line 1G)

66,820.93 3.

4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity)

0 4.

5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)

0 5.

6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)

66,820.93 6. ✓

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☐ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (commercial fundraiser)

Dave Anderson President 3/26/04
Printed name Title Date

This report must be signed by two officers or directors of the charitable organization for verification.

Signature of authorized officer/director (charity)

RONALD CUMMINS CEO 4/20/04
Printed name Title Date

Signature of authorized officer/director (charity)

ROSE WELCH TREASURER 4/20/04
Printed name Title Date

Financial Accounting Report of the Telephone Canvass
 Conducted by Hudson Bay Company of Illinois, Inc. in Lincoln, NE
 On behalf of Organic Consumers Association
 In the State of California
 January 1, 2003 through December 31, 2003

INCOME

Telephone Canvass Revenue

\$ 96,197.47

EXPENSES

	Membership	Fundraising	Education	Call to Action	TOTAL
Phone Staff Payroll	\$ 5,808.26	\$ 9,293.22	\$ 5,808.26	\$ 2,323.30	\$ 23,233.04
Support Staff Payroll	3,657.74	5,852.38	3,657.74	1,463.10	\$ 14,630.96
Telephone	963.61	1,541.77	963.61	385.44	\$ 3,854.44
Minneapolis Office Expense	1,047.92	1,676.68	1,047.92	419.17	\$ 4,191.69
Postage	450.01	720.02	450.01	180.00	\$ 1,800.04
Bank & Credit Card Fees	-	-	-	-	\$ -
Rent	593.41	949.45	593.41	237.36	\$ 2,373.63
Travel, Training & Incentives	224.92	359.88	224.92	89.97	\$ 899.70
Printing	156.99	251.19	156.99	62.80	\$ 627.96
Depreciation	10.37	16.58	10.37	4.15	\$ 41.46
Office Supplies	290.74	465.19	290.74	116.30	\$ 1,162.98
Accounting & Legal	182.95	292.71	182.95	73.18	\$ 731.78
Insurance	29.02	46.44	29.02	11.61	\$ 116.09
Equipment Repairs & Maint.	328.38	525.41	328.38	131.35	\$ 1,313.54
Advertising	108.84	174.14	108.84	43.53	\$ 435.34
Bonds & Registration	412.56	660.10	412.56	165.02	\$ 1,650.24
Business & Property Tax	14.51	23.22	14.51	5.80	\$ 58.04
Miscellaneous	13.99	22.39	13.99	5.60	\$ 55.97
TOTALS	\$ 14,294.23	\$ 22,870.76	\$ 14,294.23	\$ 5,717.69	\$ 57,176.90

Total Fundraising Expenses

\$ (22,870.76)

Subtotal

\$ 73,326.71

Professional Solicitor's Share

\$ (6,505.78)

Sponsor's Share

\$ 66,820.93

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APR 30 2004
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